

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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P R 261044Z JUL 75

FM AMEMBASSY DAMASCUS

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 4085

AMEMBASSY BEIRUT

UNCLAS DAMASCUS 2843

FOR BRAD TYRELL SAD/OIM/BIC AND PETER HALE CAGNE/OIM/BIC
BEIRUT FOR RTDO

EO 11652: N/A

TAGS: BEXP, SY

SUBJECT: DAMASCUS INTERNATIONAL FAIR - EXHIBITORS AND PAYMENTS REPORT

REF: STATE 172592

1. AS REQUESTED REFTTEL, PARA 2 BELOW SUPPLIES CURRENT STATUS
OF EXHIBITOR PAYMENTS. EMBASSY/RTDO/COMMERCE RECRUITMENT
EFFORT RESULTED IN OUR REACHING TOTAL OF \$68,250
OR 85.3 PERCENT OF USDOC'S \$80,000 GOAL FOR COMPANY PAYMENTS.
WITH U.S. PAVILION EXHIBITION OFF TO EXCELLENT START, EMBASSY
CONCENTRATING INTENSIVE EFFORTS ON ASSISTING EXHIBITORS AND
GETTING POTENTIAL BUYERS IN TO MEET COMPANY REPRESENTATIVES.

2. COMAPNIES AND PAYMENTS:

BELL AND HOWELL, ONE 3 X 5 \$2800 DAMASCUS

CARRIER, ONE 3 X 5 \$2800 BEIRUT

J.I. CASE, 100 OUTSIDE \$1500 BEIRUT

CATERPILLAR, 30 OUTSIDE \$450 BEIRUT

JOHN DEERE, 20 OUTSIDE \$300 BEIRUT

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DAVIS MFG. CO., 300 OUTSIDE \$4500, DAMASCUS

DENNISON, ONE 3 X 5 \$2300 DAMASCUS

EXTRACORPOREAL, ONE 3 X 4 \$2300 WASHINGTON

FEDDERS, ONE 3 X 5 \$2800 TO PAY 7/29 DAMASCUS

FRIGITRONICS, ONE 3 X 5 2800 WASHINGTON

GENERAL MOTORS, 120 OUTSIDE \$1800 DAMASCUS

HARNISCHFEGGER, 50 OUTSIDE \$750 DAMASCUS

INTERSOLL RAND, TWO 3 X 4 AND 300 OUTSIDE \$9100 BEIRUT

INTERNATIONAL HARVESTER, OUTSIDE APPROXIMATELY 30 SP. M.
\$450 TO PAY 7/28 BEIRUT

JOHNS MANVILLE, ONE 3 X 4 \$2300 WASHINGTON

3-M, SPECIAL COMBINATION 3 X 4 AND 3 X 5 \$6000 BEIRUT

OTIS ELEVATOR, 20 OUTSIDE \$300 BEIRUT

PHILLIPS PETROLEUM THREE 3 X 4 \$6900 BEIRUT

SINGER, TWO 3 X 5 \$5600 BEIRUT

TAPPAN, ONE 3 X 5 \$2800 BEIRUT

VERIFLO, ONE 3 X 4 \$2300 WASHINGTON

DUNHAM - BUSH, ONE 3 X 4 \$2300 WASHINGTON

TOTAL: \$68,250 OR 85.3 PERCENT OF \$80,000 GOAL SET BY USDOC.

3. SHOULD POINT OUT WE DID NOT ACCEPT ONE FLIPPER/PINBALL
MACHINE/POOL TABLE EXHIBITOR FOR \$2300 WHICH WOULD HAVE
BROUGHT US TO OVER 88. PERCENT OF GOAL. AS DEPT/USDOC AWARE,
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EMBASSY AND RTDO HAD GREAT PROBLEMS IN RECRUITMENT IN BEIRUT
OWING TO DISRUPTIONS THERE; WITHOUT SUCH PROBLEMS, WE STRONGLY
BELIEVE WE COULD HAVE MADE \$80,000 GOAL. AS FOR SPECIFIC
FIRMS NOTED IN REFTEL, MCGRAW-EDISON IS OUT BECAUSE BEIRUT
AGENT PHOTIADES COULD NOT MAN EXHIBITION AND LACKED SOME EQUIPMENT.
AMF BEIRUT REP. VERY MUCH WANTED IN, BUT HIS HEADQUARTERS
REFUSED. SEVERAL OTHERS FIRMS, BASED ON RESPONSES TO AMBASSADOR'S
PERSONAL CABLES, RTDO AND COMMERCE APPROACHES WERE VERY CLOSE

TO PARTICIPATING.

4. BELIEVE NO FURTHER SOLICITATION ACTION REQUIRED FOR ANY
OTHER PROSPECTS.
MURPHY

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